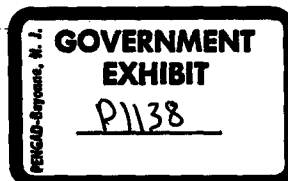**Company Name:**

Approver: LJE

Requests:
1. addition of the following clause to the ordering document above the signature line. This was reviewed and approved

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Deal Summary	
Product Mix:	HR, Payroll, Training Adminstration, Advanced Benefits, HR Intelligence, SelfService HR, Time and Labor, iRecruitment, Enterprise Database, Standard Edition Partitioning, Diagnostic Pack, Change Management Pack Tuning Pack, RAC, Internet Developer Suite, 9IAS
License Discount	60% Database and Applications for above modules
Support Discount	60% Database and Applications for above modules
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below
Support Options/Holds	
Price Holds	2 Year 60%
List License	1,457,500
List Support	320,650
List Comp & Admin	
Net License	583,000
Net Support	128,260
Net Comp & Admin	
Net Price	711,260
Price List Used	June 20, 2003

Migrations	
Does deal include migration (y/n)	n
Discount on migrated licenses	
Migration support - before	
Migration support - after	

Customer history	
Existing contractual discount (price hold)	50%
Date of Price List for price hold	99' Price List
When does price hold expire?	February 2004
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	All products
Name of Agreement, if applicable	Network License Order Form 2/27/99

Justification:

Choicepoint is an existing Financial Application Customer who signed an agreement in February 1999. We are currently competing against Peoplesoft. The customer is a high acquisition customer. They acquired 43 new companies last year. Oracle Revenue in this account should grow as they acquire. Need to secure the win against Peoplesoft. Database technology has been included on the approval as well. The customer has stated their desire to ....Privileged Material Redacted...

Recommendation: (*leave blank for HQAPP to fill out*)

Submitted By: Lisa M. Whitley